

## FUTURE PROCESSING PARTNER CHANNEL – PROGRAMME BENEFITS

This document explains in detail the benefits of joining the Future Processing Partner Channel.

		Silver Partner	Gold Partner
<b>SALES</b>			
<b>Access to sales tools</b>	A complete set of sales tools, including presentations, videos, e-books, etc.	✓	✓
<b>Pre-sales support</b>	Support for partners in the entire sales process.	✓	✓
<b>Technical consultancy</b>	Technical consultancy for partners or their clients (subject to agreement).	Based on availability	40 hrs Free
<b>Locking opportunities</b>	Additional financial benefits for registered End User Business Sales Opportunities of a certain value.	✓	✓
<b>Best practice sharing</b>	Access to best practice materials, e.g. winning RFP templates and methodology. Help with preparing RFP for End Users	Based on availability	✓
<b>Lead Generation Service</b>	Access to leads generated by Future Processing	Lead Pool based on availability	Priority
<b>Partners incentives and promotions</b>	Partners may be eligible for rebates and other incentives and promotions by reaching jointly agreed objectives.	Selected	All
<b>Remunerative cooperation model</b>	Partners are eligible for a specific remuneration depending on the certification level.	High	Higher
<b>Training and knowledge transfer</b>	Partners are eligible for access to specialised knowledge and certification courses.	✓	✓

<b>COVERAGE &amp; RELATIONSHIP</b>			
<b>Partner Account Manager (PAM)</b>	Access to partner support via email or phone. Gold Partners have a dedicated PAM	✓	Dedicated
<b>Technical sales support</b>	Partners can use pre-sales technical resources to assist them with sales opportunities	✓	✓
<b>Partner Portal</b>	technical consultancy for partners or their clients (subject to agreement).	✓	✓
<b>Partner satisfaction survey</b>	additional financial benefits for registered End User Business Sales Opportunities of a certain value	✓	✓
<b>Partner Advisory Board</b>	access to best practice materials, e.g. winning RFP templates and methodology	By invitation	✓
<b>Annual Partner Conference</b>	access to leads generated by Future Processing - access to leads generated by Future Processing	✓	✓
<b>Joint business planning</b>	partners may be eligible for rebates and other incentives and promotions by reaching jointly agreed objectives	Yearly	Quarterly
<b>Flexible partner business models</b>	partners are eligible for a specific remuneration depending on the certification level	✓	✓

POST-SALES SUPPORT		Silver Partner	Gold Partner
<b>Post-Sales support</b>	Technical support for solutions deployed to end users based on T&C agreed	✓	✓

MARKETING & COMMUNICATIONS			
<b>Future Processing Partner Kit</b>	Access to the Future Processing's Partner Kit including sales materials, links, logos and tools to enhance your position on the local market	✓	✓
<b>Partner communications</b>	Regular communication with partners to include news, products, solutions, resources and program changes through various channels	✓	✓
<b>Market Development Funds (MDF)</b>	Future Processing believes in mutual success and mutual efforts and offers to partners an initiative-based MDF that can be requested for awareness and lead generation activities	Ability to request	Priority
<b>Joint marketing campaigns</b>	Availability to run marketing campaigns collaboratively	Ability to request	Priority
<b>Self-service marketing assets</b>	Future Processing provides partners with collateral and materials that can be co-branded	✓	✓
<b>Event sponsorship opportunities</b>	Partners are invited to represent themselves at different events together with Future Processing and to sponsor Future Processing-hosted events	✓	Priority
<b>Custom digital marketing and social media support</b>	Partners benefit from Future Processing's active social media, digital and traditional marketing presence & activities e.g. leaflets, customised success stories, videos, references, etc.	Social content support	Joint content development



## INTERESTED IN BECOMING OUR PARTNER?

CONTACT US:



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 [www.future-processing.com/partner-channel](http://www.future-processing.com/partner-channel)